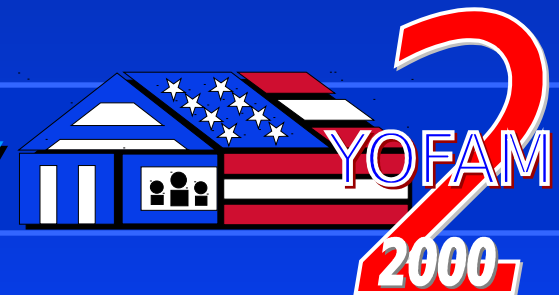




# **WORLD WIDE EXPRESS (WWX)**

**Capt Steve Hasstedt  
HQ AMC/DONC**

***Year of the Family***

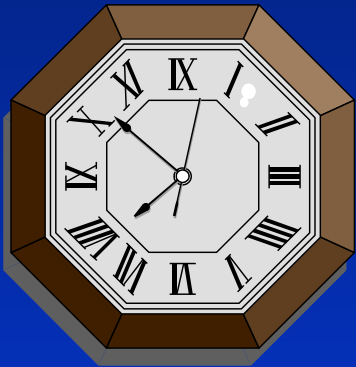
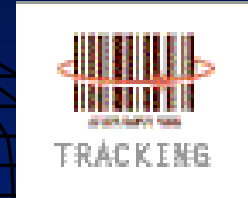


# OVERVIEW

- **Features**
- **Awarded Theaters**
- **Cost Savings**
- **Price Advantage**
- **Tenders**
- **Customer Service**
- **Vendor Integration**

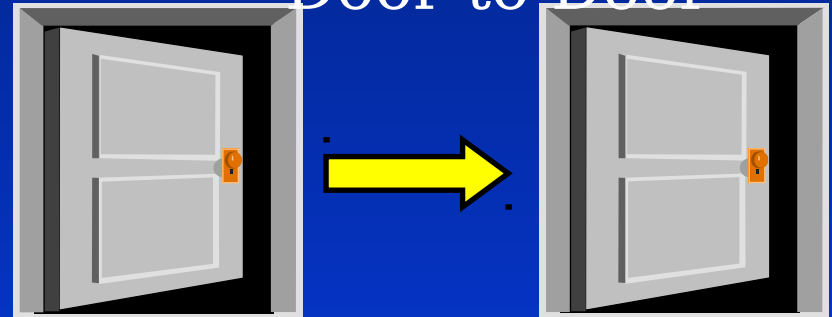
International Commercial

ITV to GTN



Time-Definite

Door-to-Door



[://public.scott.af.mil/hqamc/wwx/wwx.htm](http://public.scott.af.mil/hqamc/wwx/wwx.htm)



European Theater

FedEx®

Pacific Theater

FedEx®

DHL  
WORLDWIDE EXPRESS®

DHL  
WORLDWIDE EXPRESS®

Central Theater

FedEx®



FedEx®

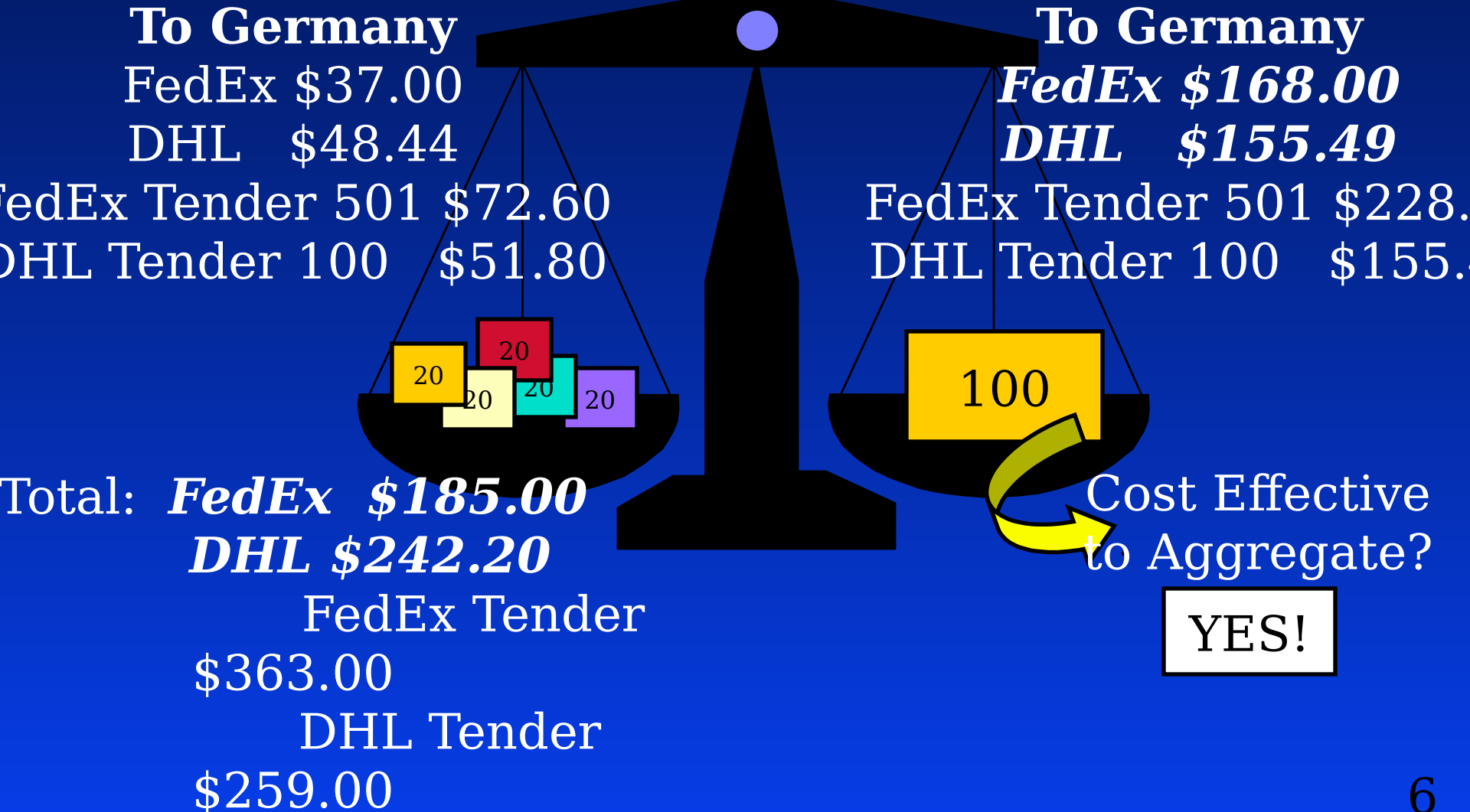
Southern Theater

# COST SAVINGS

- **\$40-\$60M Annual Savings to the US Federal Government Shippers**
- **Initial DLA Analysis Suggests a 35% Savings Over Previous Tenders**

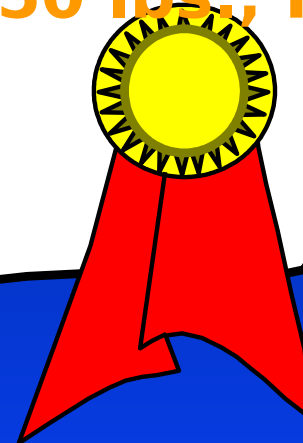


# WWX PRICE ADVANTAGE



# TENDERS

- **Competing Tenders Cancelled 15 Nov 98**
  - **<150#s and Same Destination**
  - **Exceptions:**
    - **Tenders for Incirlik and Saudi Arabia  
(Only if Both Carriers Cannot Perform)**
    - **Tenders for MRM-15 Test**
    - **Tenders Continue For Service Outside  
the Contract (i.e., >150 lbs., HAZMAT,  
NFO)**



# CUSTOMER SERVICE

## Who Do You Call?



# VENDOR INTEGRATION

- **WWX Began FY99 And Exercised First Contract Option Year in FY00**
- **WWX Designated Mandatory Use for DoD Agencies**
- **Attractive Pricing Dictated Expansion to All Eligible Activities**
- **Initial Focus on Prime Vendor Contracts**



# **WORLD WIDE EXPRESS TODAY**

- **International Express Small Package (0-150 lbs)**
- **Three Carriers Servicing Four Theaters**
  - **Central/European/Southern/Pacific**
- **Time-definite Service with Intransit Visibility (ITV)**
- **Estimated FY00 Revenue \$60 Million**
- **'Next Generation' WWX Program Under Development for FY02 Implementation**

# **CUSTOMER DESIRES**

- **Multiple Levels of Service**
- **Intransit Visibility thru GTN**
- **HAZMAT**
- **Customs Clearance**
- **Leveraged Pricing**
- **Power Track**
- **Maximum Flexibility for Shipper**

# **INDUSTRY RESPONSE**

- **Current WWX Program Performance**
- **Concern Over Standard/Deferred Service Level**
- **Partnering With DOD to Overcome Customs Problems**
- **Commercial Practice vs DOD Requirements**
- **Seven-Day-Per-Week Service**

# CONCLUSION

- Partnership-Mutual Interest
- Program Expansion as Services Better Utilize Opportunities (USA, USN)

